

- f) Participants felt that Canada should definitely be looking "OUTWARD" -- noting that protectionism is archaic in this global trade era and is "useless"; further, only by being open will Canadians have opportunities.
- g) With respect to adjusting to changes in the economy and trade in the world marketplace, respondents felt that it will not be easy but "we can do it as well as anybody and we don't have much of a choice anyway." In general, respondents indicated that we must retrain people and live within our means; however, when it came to visualizing personal retraining/consequences, enthusiasm was lower and anxiety was higher amongst respondents due to not knowing what skill or "safety net" would be advanced.
- h) In terms of competitiveness, respondents believed that we have absolutely no choice if we are to survive and we must pay the price in terms of the sacrifices required. Further there is a definite "cost" or downside involved -- but it is not clear what it is, nor how to avoid it.
- i) With respect to Canada's best "products" for opportunity in international trade, respondents listed a variety of areas -- including aeronautical, electrical, communications, financial services, transportation, engineering, construction, pulp & paper, design, agriculture, and nuclear energy. A selected group of respondents felt that Canada should focus on high-tech and medical research areas -- "The Intelligence Service Sector".
- j) According to a majority of the participants, focusing on international trade should have a positive impact on R & D and job training as well as on foreign investment; however, with foreign investment a significant minority indicated that there is a concern about "how much is too much".
- k) Overall, Governments (and in particular, the Federal Government) were not perceived by respondents as having any cohesive plan involving the direction, initiatives or strategy concerning the improvement of Canada's international trade situation.